

Edwin Granville Bates

Inventor of several Numbering Machines

That are at the base of the following companies:

Bates Manufacturing Company

Bates Machine Company

Bates Numbering Machine Company

Roberts Numbering Machine Company

Last update March 24 2021 - Bosj

NEXT ITEM

205-207-208 - Simpson

Oct. 31, 92.

Mr. Edison,-

I enclose herewith copy of a letter which I have addressed to Bates in regard to his model maker, Simpson. When Simpson was at the Works before he caused considerable trouble by refusing to respect our ordinary factory rules. Most of the time, instead of coming through the gate, he would climb the fence on the opposite side of the yard and otherwise conduct himself in a way which indicated his contempt for discipline. Now unless he can conduct himself as the other men do we cannot employ him, and that is what I am giving Mr. Bates to understand. I think Bates had an idea that when Simpson came to the Works, he (Bates) could use him in any way he wished - that is he could continue experimenting. There is no use whatever in continuing these experiments or in working on any other models, because the Bates Company for a long time to come will not have sufficient money to build any additional types of machines.

A. O. TATE.

M.

NEXT ITEM

Nov. 17, 1892.

Mr. Edison,-

I enclose herewith a letter which I addressed to the Eates Company in regard to Simpson, their model maker. Simpson lives in Brooklyn and does not wish to move to Orange. The result is that he can only put in 48 hours per week at the Phonograph Works, which is about ten hours short of our regular time. The highest price that we pay for tool makers such as he is 35 cents per hour. Eates wants to have this man paid at the rate of \$21.00 per week. If we pay him in accordance with the number of hours he puts in, we have got to raise the rate to about 45 cents, which makes it pretty expensive for the Phonograph Wks., inasmuch as they cannot use him on Eates' work more than a small portion of the time. My letter attached explains the proposition which I made to Eates. He is dissatisfied with it. I told him that I would make no other arrangement myself, but that I would refer the matter to you. I don't know exactly what the relations are between Eates and Simpson, but I feel pretty sure that Simpson was promised some kind of an interest in Eates' business, which is one of the reasons for Eates being so anxious to retain him. I cannot, however, see why the Phonograph Wks. should be obliged to

"pay the piper." If Simpson is really valuable to the Bates Company they can afford to spend something to retain him. I will carry out any instructions which you give me.

NEXT ITEM

[From Alfred O. Tate]

January 25, 1893.

Edwin G. Bates, Esq., Treas'r.,

Bates Manufacturing Co.

New York City.

RECEIVED

JAN 29 1893

Ans'd..... 18

Dear Sir:-

I beg to call your attention to Section 2 of the Agreement under date 30th day of July, 1892, between the Bates Manufacturing Company and others and the Edison Phonograph Works, which said section provides that all moneys, checks, notes or other property or evidence of indebtedness received by the Bates Company for the sale of machines or devices shall be turned over in full to the Edison Phonograph Works and shall be applied for purposes therein specified. In order that we may conduct the business between these two Companies in strict accord with the contract, we will hereafter proceed upon the following lines: The agreement provides for the necessary expenses of the Bates Company to be advanced by the Works. For this purpose you should carry a balance in bank in New York to the credit of the Bates Company, which we will state at \$500.00. Any sums which are received by your Company in excess of this amount should be turned over to the Edison Phonograph Works. These transfers will be made at the end

Jan. 25, 1893.

of each week. For instance, you commence the week with a balance in bank in New York of say \$500.00, and at the end of the week you have in bank \$300.00, you will send a check to the Edison Phonograph Works for \$300.00. Please send the Works upon receipt of this letter a check for any moneys which you have in excess of \$500, and correct your balances each week in accordance with the above.

Yours very truly,

Secretary.

NEXT ITEM

Phono Wks

January 26, 1893.

Mr. Hamilton Miller,
Phonograph Works.

In regard to the letter from Bates Manufacturing Co. concerning overcharges, write Bates that we will charge \$1.50 for letter wheels instead of \$2.00 each; and 3 cents each for inside box, labeling and packing instead of 5¢ Forward credit memorandum for the difference.

I want Mr. Fallon to have each week an analysis of the pay roll, showing the name of each employee and the amount paid such employee for piece work and time work. It is very important that Mr. Fallon should have this promptly, so that he can keep track of the work.

Secretary.

NEXT ITEM

Bates

CE

OFFICE OF
TREASURER.

EDISON PHONOGRAPH WORKS

EDISON BUILDING, BROAD STREET

New York,

March 8, 1893.

*Wrote Ballou
March 14/93.*

My dear Mr. Edison,-

The Bates Company have a number of orders for Seven Wheel Machines. It will cost the Works about \$50 for *a* special gang cutters to make these instruments. The orders which the Bates Company have on their books will more than justify this outlay. It is a size of machine for which there is a moderate demand. If you approve, will you please authorize the Works to make this special tool.

Yours truly,

*For Edison's
Lays alright*

Alfred Ord Tate
Secretary.

Thomas A. Edison, Esq.,

Orange, N. J.

NEXT ITEM

SAMUEL INSULL, PRESIDENT.

EDWIN G. BATES, TREASURER.

Wm
BATES MANUFACTURING COMPANY

EDISON BUILDING, BROAD STREET
NEW YORK, U. S. A.

CABLE ADDRESS
"BATESCO" - NEW YORK.

*it had this to me
of the 5-6 wheels*
REPLYING PLEASE QUOTE

THIS NUMBER.

*Ballou
you did it say
you may make*
New York, March 23rd, 1893

Dear Mr. Edison:-

You will doubtless remember having given me a note about three weeks ago requesting Mr. Ballou to make a dating stamp, using the parts of a numbering machine as much as possible. This note I promptly delivered to Mr. Ballou, and yesterday was very much surprised to learn from him by telephone, that nothing whatever had been done in the matter. The outlook for the Bates Company would certainly be very much improved if we could add to our line of hand numbering machines one or two others, as the business could be easily handled by the present office force and salesmen.

Will you not kindly give Mr. Ballou instructions to make this machine at once. One man ought to produce it in one or two days.

Acting upon your suggestion I have addressed a letter and expressed two sample machines to Mr. Block of Moscow, Russia.

Yours very truly,

Ans. March 25/93

Edwin G. Bates

Thomas A. Edison, Esq.,

Edison Laboratory,

Orange, N. J.

Mr Ballou will put a man

on about April 15

Edison

NEXT ITEM

SAMUEL INSULL, PRESIDENT.

EDWIN G. BATES, TREASURER.

A. O. TATE, SECRETARY.

BATES MANUFACTURING COMPANY.

EDISON BUILDING, BROAD STREET
NEW YORK, U. S. A.

CABLE ADDRESS
"BATESCO" - NEW YORK.

REPLYING PLEASE QUOTE

THIS NUMBER.

Ans. May 9/1893

*D
1893*

New York, May 4th, 1893 *Phon. -
Foreign*

Dear Mr. Edison:--

Mr. Block of Moscow called upon me a few days ago and incidently expressed himself as very anxious to obtain one of your paneled size photographs with autograph. I told him that I would endeavor to procure one for him. If it is your pleasure to let him have one, will you kindly send it to me and I will see that it reaches him, as he intends to call at this office on his return from Chicago.

Yours very truly,

Edwin G. Bates

Thomas A. Edison, Esq.,

Edison Laboratory,

Orange, N. J.

NEXT ITEM

June 7, 1893.

My dear Mr. Edison:-

I have just received the Bates Co. Trial Balance and Statements for June 1st. Their Accounts Receivable amount to \$4,791.00, while their Accounts Payable are only \$442.54. These Accounts Receivable are all good. Bates is very careful in investigating the credit of his customers and never opens an account until he has received a satisfactory commercial report.

Yours very truly,

Thomas A. Edison, Esq.,

Orange, N. J.

NEXT ITEM

11-1 and 5000
D
1893
Employment
Parker House,

Boston, Aug 2^d 1893

Thomas A Edison, Esq.

Dear Sir-

Your telegram of the
1st inst. was duly received.

The best man I have found
thus far is now Superintendent
of a good sized plant; his
work is very highly spoken of
but I have yet to learn more
of his record from parties
in Waltham who I expect
to see tomorrow.

I spent part of the morning
with Mr. Whitney of Pratt & Whitney
and before leaving Mr. Whitney
offered me any man in

Parker House,

Boston, _____ 189-

his place; his general superintending
however, is too old a man for
the work and his next best
man is rather too young and
I am afraid has not had
sufficient general experience
to make him available; this
man ~~can~~ can be obtained and
I will give you full particulars
regarding him upon my return
which I hope will be by
Saturday; have others in
view.

Yours truly

Edwin G Bates

NEXT ITEM

Sept. 29, 1893.

Edwin G. Bates, Esq.,
Edison Building,
New York.

Dear Sir:--

Mr. Edison is much obliged for your letter of 25th inst., enclosing Report indicating the amount of business done by your Company during last week. He thinks that he will be able to arrange matters at the Works so that you will be furnished with a sufficient number of machines to fill orders.

Concerning the application of Mr. J. B. Price, Mr. Edison will talk to you about that when he next sees you.

Yours truly,

W. H. Bates
Private Secretary.

NEXT ITEM

BATES MANUFACTURING COMPANY.

NEW YORK, U. S. A.
EDISON BUILDING, BROAD STREET.
LONDON, ENG.
25 AND 29 ST. SWITHIN'S LANE, E. C.
CABLE ADDRESS:
"BATESCO-NEW YORK."

REPLYING PLEASE QUOTE

19332
THIS NUMBER.

New York, Apr. 18, 1894.

Thomas A. Edison, Esq., President,

Edison Phonograph Works,

Orange, N. J.

Dear Sir:-

In accordance with the request as contained in your letter of the 14th inst. we hand you herewith enclosed a statement of our Accounts Receivable, dated March 31st, 1894. The dates to the left of each item are the dates of sales and the memorandum following the amount, show the present condition up to and including to-day's remittances received. The word "Collection" refers to accounts now in the hands of our attorney for collection. We also enclose a statement of our Accounts Payable dated March 31, 1894 as requested.

Our fixed expenses per week are as follows:-

Salaries	\$100.00	
Rent	14.50	
Insurance	2.25	
Towel Supply	.31	\$117.06

The lease of this office expires May 1, 1895; our stock of Automatic Hand Numbering Machines consisted of two hundred and eight (208) machines this morning.

There has been a dropping off of orders during the last three weeks and according to our reports from various parts of the coun-

who gets it

T:A:E:

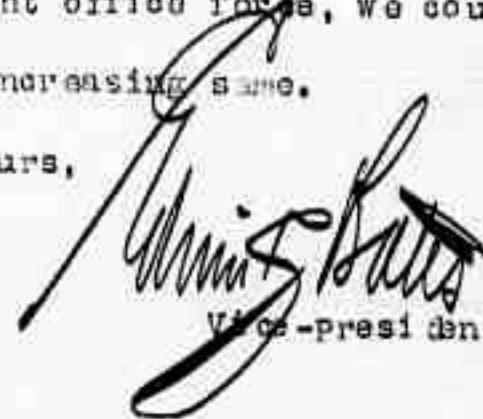
--pp#2--

try, this is attributable to slow business most everywhere and in nearly all lines; we expect, however, to soon have good returns from our efforts made and making since it became apparent that we would have anything like an assortment of machines in stock.

We are still without the Line Dating Machines ordered nearly three months ago and this business would doubtless be very much increased if we had them. With our present office force, we could handle three times the business without increasing same.

Very truly yours,

(12 Encls.)


Vice-president.

NEXT ITEM

Dec. 28, 1894.

Edwin G. Bates, Esq., Vice Pres't.,
Bates Manufacturing Co.,
#44 Broad st., N. Y.,

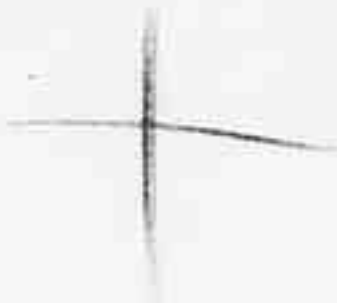
Dear sir:-

We duly received your letter of the 20th, enclosing statements for the month of November. In looking over the trial balance, I notice several items that are not entirely clear to me, upon which I would like some further information.

GENERAL EXPENSE. This account stands debited with \$37335.11. Will you please let me know what period this covers?

EXPERIMENTS. This account is charged with \$2434.05. Will you please let me know how this is made up, and also what period it covers? *and by whom the work was done*

SUSPENSE. This account stands debited \$349.84. I assume that this represents uncollectible accounts, but I should like to be enlightened as to exactly what it does represent. I should also like to know from you the list prices that you charged for automatic hand numbering machines and line dating machines, and also the very best discount that you allow and after allowing



Dec. 28, 1894

-2-

(E.G.B.)

this discount, is there any further discount allowed to agents, salesmen, or in fact any further commission that would tend to bring the price down. In other words, what I want to know is what is the absolute lowest price on automatic numbering machines and line dating machines.

Yours very truly,

WEG/IW

NEXT ITEM

SAMUEL INSULL, PRESIDENT.

EDWIN G. BATES, VICE-PRESIDENT & TREASURER.

JOHN F. RANDOLPH, SECRETARY

BATES MANUFACTURING COMPANY.

NEW YORK, U. S. A.
EDISON BUILDING, BROAD STREET.
LONDON, ENG.
28 AND 29 ST. SWITHIN'S LANE, E. C.
CABLE ADDRESS:
"BATESCO NEW YORK."

REPLYING PLEASE QUOTE

23610

THIS NUMBER

New York, January 2, 1895.

Thomas A. Edison, Esq., President,

Edison Phonograph Works,

Edison Laboratory, Orange, N. J.

Dear Sir:-

Replying to your favor of the 28th ult., requesting information concerning three accounts which appear in our trial balance, dated November 30, 1894, and asking for the net prices which we obtain for our Automatic Numbering Machines, we beg to say that the GENERAL EXPENSE account covers the entire period from September 1, 1890, to November 30, 1894. The EXPERIMENTAL account is made up of cost of various models, completed and uncompleted. The entire amount, with the exception of Three hundred fifteen and $\frac{28}{100}$ Dollars (\$315.28) consists of charges made by your Works. The small balance consists of amounts paid to the New York Stencil Works, John Lamberty and a model maker, part of which is for engraving, and the balance, experimental work. The account covers the period from September, 1890, to November 30, 1894. The SUSPENSE account consists of accounts which, at the time they were charged over, were considered either uncollectable or too small to make a basis for legal action, with the exception of two items: J. C. Thomas, Seventeen and $\frac{5}{100}$ Dollars (\$17.05), and John T. Scott, Fifty-

T. A. E., p. 2.

ty-eight and $75/100$ Dollars (\$58.75), which is money taken by these dishonest employees. A Portion of the sum total of this account will doubtless be recovered. The account dates from the incorporation of the company, September, 1890, to November 30, 1894. Our list prices for Automatic Hand Numbering Machines are as follows:

	new	surplus	broken
4 wheels, \$14.00; - 898	6.50		2.48
5 " " \$16.00; - 1026	7.05		3.21
6 " " 18.00; - 1124	7.65		3.84
7 " " 20.00; - 1282	8.20		4.42

from which the best discounts we allow are 25%, 10% and 5%. The list price for Line Dating Machines is Nine Dollars (\$9) each (all sizes) and the same discounts are quoted. In this connection it may interest you to know that there has recently been placed upon the market a line dating machine made by one of our competitors, which is offered to dealers at Four Dollars (\$4) each, in dozen lots, and from this price a discount of about 15% is made to jobbers, thus making the net selling price of the manufacturers about Three and $40/100$ Dollars (\$3.40) each. These machines are made with steel wheels, mechanically engraved, and as they are preceding ours in the market, they will doubtless be able to build up a business before we are ready to offer a complete assortment of ours for sale at much higher prices. Our Line Dating Machine models were made over a year and one-half ago, at which time it was the intention of your Works to commence making regular deliveries immediately. There was then nothing to compete with our machine. We hand you enclosed herewith an advertisement clipped from a trade journal dated December, 1894, and you will notice

*577 new
577 cons
1.65 profit*

T. A. E., p. 3.

that there appears a description of the "Paragon" Numbering Machine. The prices advertised are list, from which discounts of 25% and 15% are regularly offered, and an extra 5% or 10% in lots of one dozen or more, bringing the net selling price of the manufacturers for a 4 wheel machine down to about Five Dollars (\$5). The wheels of this machine are made of steel and the figures are mechanically engraved. There is also another similar machine upon the market, known as the "Ajax," which is listed at Eight Dollars (\$8) if made with 4 wheels, from which there are about the same discounts.

Will you kindly advise us as to the average cost of the last order of 1,000 machines and the average cost of the previous order of 1,000 machines?

Mr. Gilmore was to advise us as to a day last week when you would take up these matters with the writer, but this was afterwards postponed. Kindly advise, and oblige,

Yours very truly,


Vice-President.

(1 Enc.)

THE PARAGON NUMBERING MACHINE

Only low price ALL automatic machine in the market.



THE PARAGON.

PERFECT WORKMANSHIP.

4 wheel, capacity 9,999, - - - \$ 9.00
5 wheel, capacity 99,999, - - - 10.50

ACCURATE RESULTS.

6 wheel, capacity 999,999, - - -
7 wheel, capacity 9,999,999, - - -

Sold by the Jobbers throughout the country.

THE NEW VICTOR LINE DATING STAMP.

Improved by the addition of pinion wheels to turn the bands. More popular than ever.

Trade prices—Gross \$24.00; Dozen \$2.25.



THE VICTOR.

THE ACME SELF-INKING STAMP

with Metal Dates in straight line, for general Bank and Office use.

No more broken date bands.—Uses rubber printing die and rubber stamp ink. A durable stamp at a moderate price.

Trade Prices Blank, Dozen \$48.00, Single \$4.50.



THE ACME.

THE LAUGHTON INKING PADS.

We are the Manufacturers' Headquarters for these pads and are prepared to supply the jobbing trade and dealers on the most favorable terms.

The Laughton Pads are now made in five sizes and constitute the most attractive line of stamp pads manufactured.



No. of Laughton Pad, size 3 x 1 1/4 inches, - - -				Per Gross \$ 7.50.	
1,	"	"	3 1/2 x 2 1/4 "	"	12.00.
2,	"	"	4 1/2 x 2 3/4 "	"	15.00.
3,	"	"	6 1/2 x 3 1/2 "	"	24.00.
4,	"	"	9 x 4 "	"	60.00.

The No. 4 pad is also supplied with four separate inking surfaces of different colors, each surface the size of the No. 1 pad; all mounted on one base, an attractive and novel pad and A1 seller.

We also manufacture a complete line of stamp supplies, stamp making machinery, numbering machines for every purpose and specialties for the trade. Catalogues on application.

Wm. A. Force & Company,

SALESROOM:

59 Beekman Street, New York.

FACTORY:

63-71 Clymer Street, Brooklyn.

NEXT ITEM

1/3/95

Mr. Gilmore:

Take notice
to the letter of the
Bates Mfg Co. to T. A. Edison
About a numbering
machine called the
"Paragon"; according
to the circular there
appears to be only one
style of machine

Schwab

NEXT ITEM

Law Office

44 Broad Street (EDISON BUILDING)

EATON & LEWIS

EUGENE H. LEWIS

New York February 15, 1895.

Edison Phonograph Works,
W. E. Gilmore, Esq.,
Orange, New Jersey.

Dear Sir:

Enclosed please find our rough draft for criticism of the proposed Supplemental Agreement with the Bates Manufacturing Company. Attached thereto is a certified copy of the original Agreement, July 30, 1892, which we send for your convenience, but we beg of you to return it to us without fail. This rough draft has been submitted to Mr. Insull, also to Mr. Bates, and they approve.

Mr. Insull suggests that it might be well for you to become a member of the Board of Directors of the Bates Company. Under the By Laws of the Bates Co., must a Director be a stockholder of record? I assume that he must. One share of stock is still in the name of Mr. Tate, and we suggest that this share of stock be transferred to you in case you become a Director. Our Mr. Lewis holds this share as Trustee under the Agreement of July 30, 1892, and it is endorsed in blank.

Our Mr. Eaton has a letter from Mr. Insull which he would like to show you. Will you kindly call. If he is not in, please ask for Alfred Trigge one of our clerks, and he will show you the letter.

Please return the enclosed draft and tell us whether it is satisfactory to Mr. Edison, so that we may put it into shape for execution. If Mr. Tate is to be a Director no longer, and his share of stock is to go to you, we shall be obliged to get his signature to a paper especially drawn to put his exit into legal shape. We assume that he will sign such a paper on request from us.

Please be sure to return the enclosed copy of the Agreement of July 30, 1892, also the rough draft.

Very truly yours,



NEXT ITEM

BATES MANUFACTURING COMPANY.

NEW YORK, U. S. A.
EDISON BUILDING, BROOK STREET,
LONDON, E.C.
28 AND 29 ST. MARTIN'S LANE, E.C.
SOLE ADDRESS:
"BATES, NEW YORK."

REPLYING PLEASE QUOTE
25349
THIS NUMBER.

New York, May 3, 1895.

John F. Randolph, Esq., Secretary,

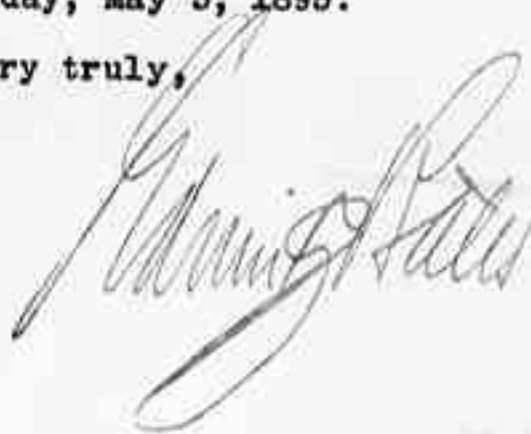
Bates Manufacturing Co.,

Edison Laboratory, Orange, N. J.

Dear Sir:-

I hereby tender my resignation as Treasurer of the Bates Manufacturing Company, to take effect to-day, May 3, 1895.

Yours very truly,



NEXT ITEM

BATES MANUFACTURING COMPANY.

MAIN OFFICE:

Orange, New Jersey, U. S. A.

LONDON, ENGL.

28 and 29 St. Swithin's Lane, E. C.

CABLE ADDRESS:

"Batesco-New York."

NEW YORK SALESROOM: 110 East 23d St.

REPLYING PLEASE QUOTE

25551

THIS NUMBER.

New York, May 31, 1895.

John F. Randolph, Secy.,

Bates Manufacturing Co.,

Edison Laboratory, Orange, N. J.

Dear Sir:-

I have your favor of the 29th inst., enclosing memorandum of last special meeting of Trustees of this Company, which seems to be all right with the exception that, according to my recollection, Mr. Insull resigned as a director or trustee, as well as President.

Although I have never used the title, it seems that, according to the minutes, I am still "General Manager," and in view of our agreement, under the terms of which Mr. Edison and the Edison Phonograph Works are to direct the affairs of the Bates Company, I think it is only proper that I should resign this ^{office} ~~title~~; therefore I hereby tender you my resignation as General Manager of the Bates Manufacturing Co.

Yours very truly,

P. S. Endrewoien

Edwin G. Bates

NEXT ITEM

*Law Offices**44 Broad Street* (EDISON BUILDING)

EATON, LEWIS & HODGKINS

S. B. EATON
EUGENE H. LEWIS
ARTHUR P. HODGKINS*New York* July 25, 1895.*Acknowledged*
John F. Randolph, Esq.,Care of Edison's Laboratory,
Orange, New Jersey.

Dear Sir:

Pursuant to authority received from the Bates Manufacturing Company, the Edison Phonograph Works, Mr. Insull, Edwin G. Bates and yourself, under date of July 5th, 1895, I beg to say that I have this day sent to you by express the following Certificates of stock in the Bates Manufacturing Company:

- ✓ No. 2, 15 shares, in the name of Edwin G. Bates.
- ✓ No. 3, 42 shares, in the name of Samuel Insull.
- ✓ No. 4, 35 shares, in the name of Edwin G. Bates.
- ✓ No. 5, 54 shares, in the name of Samuel Insull.
- ✓ No. 6, 45 shares, in the name of Edwin G. Bates.
- ✓ No. 7, 12 shares, in the name of Samuel Insull.
- ✓ No. 8, 29 shares, in the name of Edwin G. Bates.
- ✓ No. 10, 17 shares, in the name of Samuel Insull.
- ✓ No. 12, 1 share, in the name of John F. Randolph.

Be kind enough to send an acknowledgment of the receipt of the same.

Yours truly,

Eugene H. Lewis

P. S. Mr. Gilmore informs me that if I send a bill to the Bates

B. 15 35 45 29
I. 42 54 12 17
R 1
124 125

[ATTACHMENT]

Manufacturing Company for my commissions as Trustee, a check will be sent to me. I therefore hand you herewith my bill for the same.

NEXT ITEM

CHICAGO EDISON COMPANY,

EDISON BUILDING, 109 ADAMS STREET,

CHICAGO, ILL.

CHICAGO, July 3 0th, 1895

W. E. Gilmore, Esq.

Care Edison Phonograph Co.,

Orange, N.J.

My Dear Gilmore:

I did not answer your letter of the 23rd, as I wanted to think the matter over very fully. I can see quite clearly that you are going to have trouble right along with Bates, unless he is prepared to turn over an entirely new leaf and act very differently. Before you do anything, however, you ought to close up the arrangements as to the Bates stock, transferring the stock and distributing same in accordance with the arrangement; and before you give Bates his stock you should look up the records of the Bates Company and see whether he has transferred to the Bates Company all of his patents as provided for in the original arrangement under which he had his stock given him. Moreover, I think you should get from him a statement of exactly the class of machines that he wants put on the market. You should bear in mind that immediately you drop him he will make connections with some opposition concern and do everything he can to injure your business. However, he cannot do you any such injury as an opponent as he can by working against you

CHICAGO EDISON COMPANY,

EDISON BUILDING, 139 ADAMS STREET,

CHICAGO, ILL.

CHICAGO,

(2)

(W E G)

inside the concern. I am very much disappointed at the way in which he has acted, and do not wonder that you think something ought to be done with relation to closing his connection with the Company.

I am very strongly of the opinion that the Bates business will not be a success as long as you simply make the present automatic numbering machine. I think the paging machine should be made, and the line dating machine should be made; besides, the typographic machine should be taken in hand, and the case numbering machine and also a number of other machines, a statement of which you can get from Bates. I feel that the way he has acted absolves me from trying to protect him any further.

Please let me know exactly what you intend to do.

Yours very truly

Samuel Insull

NEXT ITEM

CHICAGO EDISON COMPANY,

EDISON BUILDING, 139 ADAMS STREET,

CHICAGO, ILL.

CHICAGO, Aug. 9th, 1895.

RECEIVED

AUG 13 1895

Ans'd..... 8/13..... 18....

W. E. Gilmore, Esq.

Care Edison Mfg. Co.,

Orange, N.J.

My Dear Gilmore:

I notice on the certificates of stock of the Bates Manufacturing Co. a statement to the effect that the stock is issued subject to an agreement between Bates and myself dated Sep't 13th, 1890.

Will you please have your lawyers look into this agreement and see whether it is necessary to execute any further papers in the matter as between Bates and myself? If it is necessary, they should be issued before the stock is delivered to Bates, and if it has already been delivered, the papers should be prepared and executed immediately. I simply mention this as a safe-guard. It may be possible that nothing is necessary at all.

Yours truly



P S. Does not the boy who addresses these envelopes know that Butler was burried in London about two years ago?

NEXT ITEM

DYER & DRISCOLL.

RICHARD N. DYER
D. H. DRISCOLL
S. O. EDMONDS

LAW OFFICES, SPECIALTY: PATENTS

30 WALL STREET.

NEW YORK, August 31, 1895.

W. E. Gilmore, Esq.,
Care Edison Phonograph Works,
Orange, N. J.,

RECEIVED

SEP 4 1895

1073

Dear Sir:-

We send you herewith a general assignment from Mr. Bates to the Bates Company of all the foreign letters patent which you have placed in our hands. This will vest in the Bates Company the equitable title under all these patents and inventions. Separate assignments, however, will have to be drawn and executed by Mr. Bates. This is covered by the "further assurance" clause at the end of the assignment. We will send you the individual assignments about the middle of next month. In the meantime, the enclosed writing should be executed and acknowledged by Mr. Bates, as indicated in pencil.

Concerning the letter of Mr. Insull left with us, and which we return herewith, the statement upon the stock seems to refer to that portion of the agreement of September 13, 1890, providing that neither Mr. Bates nor Mr. Insull should sell ^{their} stock or any portion thereof without first offering it to the other. As we understand the situation, this obligation has long since been wiped out, and if this is true, there is no reason why the existing stock should contain the statement referred to. It seems to us that an agreement in the nature of a mutual release should be made by Messrs. Bates and Insull, after which the stock should be surrendered and re-issued upon a new form. If you wish us to attend to this, let us know.
(Enclosures).

Yours truly, *Dyer & Driscoll*

NEXT ITEM

(Copy)

127 Lexington Avenue,
New York, May 5th, 1896.

My Dear Insull:

I have just come across your letter of Jan. 11th last in which you state-referring to the possible value of the Bates stock-that you will let me know the result of your investigations at Orange. I would be very glad to have your opinion and would like to know something of what they are doing. I have nothing from them and they do not even reply to a communication I sent them requesting terms for the purchase of their machines. I had an idea that my money would be quite as useful to them as other people's, but it seems not. Of course I can buy what machines I want from other sources with the result that they will get less money for them. This sort of thing and rumors that have reached me of "fights" and disagreements with customers and the person in charge of the N.Y. office and the indiscriminate cutting of prices (in one instance 30 % off to a consumer with the result that the order was placed elsewhere) leads me to fear that success can hardly be achieved with any such (to put it very mildly) narrow policy. Of course I am interested to know what the chances are of their making anything of value of what they have got, for to me it represents a number of years' work. I would appreciate anything you may have to say on the subject.

Yours very truly

(Signed Edwin G. Bates.)

NEXT ITEM

EDISON BUILDING,
33 AVANCE ST. CHICAGO, ILL.
CABLE ADDRESS: "INSULL, CHICAGO"

Chicago, May 8th, 1896.

W. E. Gilmore, Esq.

Care Edison Manufacturing Co.,

Orange, N.J.

RECEIVED
MAY 11 1896
A.M.

My Dear Gilmore:

I enclose you herewith copy of a letter received from Bates. I wish you would let me have some explanation of the various points he mentions in his letter. I have written him stating that I cannot give him any idea of the value of the Bates stock, as I haven't yet received any very definite information from you as to the Company's operations for the last year.

Yours truly

Samuel Insull

EDISON BUILDING,
133 ADAMS ST. CHICAGO, ILL.
CABLE ADDRESS: "INSULL, CHICAGO."

Chicago, May 8th, 1896.

W. E. Gilmore, Esq.

Care Edison Manufacturing Co.,
Orange, N.Y.

RECEIVED
MAY 11 1896
ANS

My Dear Gilmore:

Don't you think it is about time I got some kind of a statement of the condition of the Bates business? I have a large amount of money tied up in that business, and it would be a satisfaction to me to know how the thing is going along.

Yours truly

Samuel Insull

BUSINESS

RECEIVED HIGHEST AWARD - WORLD'S FAIR



IT'S A FACT
that the
Bates Automatic
Numbering
Machine
is the
"Standard"
Numbering Machine
of the world"

Only Dial Setting Movement
Operates Consecutively
Duplicates and Repeats
Every Machine Guaranteed
Perfect Printing
Absolutely Accurate Work

Write for Descriptive Circulars
BATES MFG. CO.
Makers
110 E. 23d St. New York

BUSINESS

Every office should have a numbering machine. The places wherein a device of this kind can be used are more numerous than would be supposed until a definite search for them is made. The cost of a numbering machine is saved in convenience in a very short time after the device is purchased in the office. With these thoughts in mind, we suggest to the reader that he give attention to the advertisement of the BATES MANUFACTURING COMPANY, 110 East 23d street, which appears in another part of this issue. We have had practical experience with the machine and can testify to its mechanical excellence and trustworthy features. In writing the Company mention this paragraph.

NEXT ITEM

BATES MANUFACTURING COMPANY.

MAIN OFFICE:

Orange, New Jersey, U. S. A.

LONDON, ENG.

25 and 29 St. Swithin's Lane, E. C.

CABLE ADDRESS:

"Batesco-New York."

NEW YORK SALESROOM: 110 East 23d St.

REPLYING PLEASE QUOTE

29459

THIS NUMBER.

New York, May 28th, 1896.

W. E. Gilmore Esq., President,
Bates Manufacturing Company,
Orange, N. J.



Dear Sir:-

I have just learned that Mr. E. G. Bates is conducting business under the name of the "Bates Machine Company, Brooklyn" and has issued a circular letter to all users of the Bates numbering machine, that he is fully equipped for repairing these instruments and also that he is in a position to supply new numbering machines as may be required by them.

One of these circulars was brought into this office by the Mutual Reserve Fund Life Association of this City, but the bearer would not part with it.

Mr. Bates' idea is evidently to give parties the impression that the Bates Manufacturing Company has removed to Brooklyn. Do you not think it would be advisable for us to get up a special circular letter to the effect that Mr. Bates is no longer connected with this Company and that the "Bates Machine Company" is an entirely independent organization, who have no right whatever to manufacture Bates automatic numbering machines? Please advise me respecting this matter.

Yours very truly,

BATES MANUFACTURING COMPANY,

J. W. Gladstone

Manager.

NEXT ITEM

BATES MANUFACTURING COMPANY.

MAIN OFFICE:

Orange, New Jersey, U. S. A.

LONDON, ENG.

28 and 29 St. Swithin's Lane, E. C.

CABLE ADDRESS:

"Batesco-New York."

NEW YORK SALESROOM: 110 East 23d St.

REPLYING PLEASE QUOTE

29474

THIS NUMBER.

RECEIVED

JUN - 1 1896

ANS

New York, May 29th, 1896.

W. E. Gilmore Esq., President,
Bates Manufacturing Company,
Orange, N. J.

Dear Sir:-

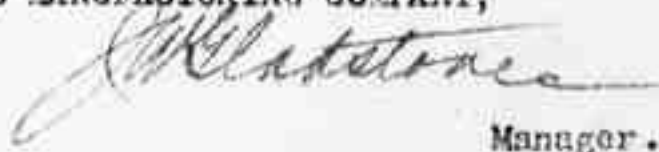
Referring to my letter of yesterdays date, respecting the postal circular which Mr. Bates is getting out, I have fortunately been able to secure one of these cards, which I enclose herewith.

You will notice that the words "Will call upon request" are in a different hand-writing to the other note on foot of card, which was written by the parties to whom the same was addressed. The words "Will call upon request", however, are, I believe, in the hand-writing of Miss Koch, a former stenographer of the Bates Manufacturing Co., who I have learned, has been working for Mr. Bates for some time past and she has evidently been writing to all our customers whose names and addresses she remembers.

This card was only sent out on May 24th and I think we should follow it at once with a circular on our part, correcting the impression that the "Bates Machine Co.," is the Bates Manufacturing Co.

Yours very truly,

BATES MANUFACTURING COMPANY,



Manager.

Enc.

Just a Card to Remind You

That if your Bates Automatic Numbering Machine has not been taken apart, properly cleaned, oiled and re-adjusted during the past year, it should receive such attention at once. The expense is small, accurate numbering is assured and the life of the machine prolonged indefinitely. Forward via express direct to our repair shops (Brooklyn, N. Y.) and it will be promptly returned (usually two or three days) practically as good as when new. Duplicate machines (new) furnished immediately. Superior ink specially prepared for these machines—Red, Blue and Black—1 oz. bottles— $\frac{1}{2}$ and 1 lb. cans. Never use rubber stamp ink on steel figures—it rusts and destroys them. Special attention given to the repairing of numbering machines of ANY make. Reasonable charges—prompt service. Our New Platform Combined Numbering and Dating Machines printing with Brass Die, are faultless for Certifying Checks, Stamping Collections, Claims, Pay Envelopes, C. O. D. and Charge Bills, etc.

Anything and everything in the line of Numbering or Dating Machines made to order.

BATES MACHINE COMPANY

Edwin G. Bates

Will call upon request.

110 East 23 is where we receive a Postal

Bates Machine Co. 157
35 and 37 So. 5th Street
Brooklyn, N. Y.

RECEIVED

JUN - 1 1896

NEXT ITEM



American Surety Company

of New York

W. L. Frenkelman
President

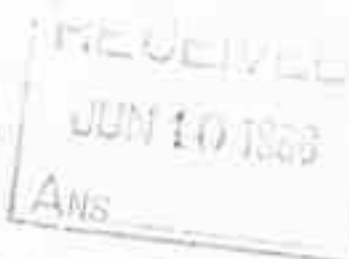
100 Broadway

New York, June 8th, 1896.

Bates Mfg. Co.,

Orange, N. J.

Gentlemen:-



I have received a printed postal card signed,-

" BATES MACHINE COMPANY.

Edwin G. Bates, "

giving their address as 35 & 37 South 5th St., Brooklyn, N.Y., and stating that they are prepared "to take apart, properly clean, oil and readjust Bates Automatic Numbering Machines."

Will you kindly advise me if you know anything about the Bates Machine Company, if they constitute a branch of your firm, and if they are proper people to whom we can intrust the cleaning and readjustment of your machines?

In this connection I beg to advise you that one of our machines does not work properly. The numbers do not stamp regularly, and when the hand is put to repeat it does not repeat as often as desired, but changes unexpectedly to the next number, thereby causing a great deal of confusion. I will ask you to be kind enough to look into this matter also and advise me.

Very respectfully,

Abel Linton

Treasurer.

NEXT ITEM

Chicago, July 20th, 1896.

W. R. Gilmore, Esq.

Care Edison Manufacturing Co.,

Orange, N.J.

My Dear Gilmore:

I have your favor of the 16th with relation to the Bates business. I am very glad to hear that you have closed up everything with Bates. The arrangement that Mr. Edison proposed to me was entirely satisfactory, and I wish you would have the papers drawn and send them out to me for execution.

There is one point that I wish you would speak to Mr. Edison about, and he no doubt will suggest some way of protecting me. My investment in the Bates Company represents somewhere about \$27,000. or \$28,000. The arrangement of royalty which Mr. Edison suggested on my surrendering my stock and claim against the Bates Company is entirely satisfactory, providing it ^{continues} continues. He proposed that it should continue as long as the Phonograph Works manufactured the Bates machines and that they would manufacture them as long as there was a profit in the business. Suppose something should occur which would result in the Phonograph Works dropping the manufacture, say in a year, I would then have sacri-

3
7/28
18/3/96

EDISON BUILDING,
89 ADAMS ST. CHICAGO, ILL.
CABLE ADDRESS: "INSULL, CHICAGO"

(2)

(W E G)

ficed an investment of about \$28,000. I think if you will talk it over with Mr. Edison that he will probably make some suggestion as to the matter. I must say I am rather at sea myself to know what to suggest; but anyway, I want to do practically whatever Mr. Edison is desirous of putting through.

Yours very truly

Samuel Insull

NEXT ITEM

Edison Ore Milling Co.
TELEPHONE 5315 HECOTON

WARREN WRIGHT
ATTORNEY AND COUNSELLOR AT LAW
SOLICITOR OF PATENTS

NO. 2 HECOTON STREET,
UNITED STATES EXPRESS BUILDING

NEW YORK August 12/1907.

*Answered
Aug 21-1907*

Edison Ore Milling Co.,
Edison Laboratories,
Orange, N. J.

Gentlemen:-

As attorney for the estate of Edwin G. Bates, who held ten shares of your stock, I write to ask what is the market value of this stock, and also if you will make an offer for its purchase. Mr. Bates mother is the beneficiary under the will and in order that the stock may be transferred to her, I would also be pleased to have you inform me of where the transfer office is, of this Company.

Truly yours,

(B.M.)

Warren Wright.

*Transferred by Farmers
& Loan and Trust Co.*

Stock has no value

*Company had no assets
but debts.*

Charter has expired

*Tell him this
WCH*

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